

Annuity Industry Estimates

(Dollars in billions)

	Q2 2015	Q2 2016	Pct Chg Q2/Q2	YTD 2015	YTD 2016	Pct Chg 2016/2015
Variable						
Separate accounts	28.7	20.3	-29%	54.4	40.4	-26%
Fixed accounts	7.3	6.6	-10%	14.0	13.1	-6%
Total Variable	36.0	26.9	-25%	68.4	53.5	-22%
Fixed						
Fixed-rate deferred	7.2	10.5	46%	13.5	22.5	67%
Book value	4.6	6.1	33%	8.9	12.8	44%
Market value adjusted	2.6	4.4	69%	4.6	9.7	111%
Indexed	12.5	16.2	30%	24.1	31.9	32%
Fixed deferred	19.7	26.7	36%	37.6	54.4	45%
Deferred income	0.61	0.87	43%	1.2	1.6	37%
Fixed immediate	2.2	2.5	14%	4.2	5.0	19%
Structured settlements	1.4	1.4	0%	2.8	2.8	0%
Total Fixed	23.9	31.5	32%	45.8	63.8	39%
Total	59.9	58.4	-3%	114.2	117.3	3%

Industry estimates reported for the second quarter 2016 based upon data from 64 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2016, 2nd quarter)

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